

Sage 300 ERP 2014 Intelligence Reporting Standard Reports

Get a number of ready-to-use reports that give you immediate insight into and across your business. Delivered in the familiar environment of Microsoft® Excel®, the reports are fully customizable, and flexible with drill-down capabilities. You can access them at any time or have them delivered, real-time, from your Sage 300 ERP software to Microsoft® Excel®, in the format of your choice. It's as simple as that!

Report Name	Description	Business Benefits
Financial reports		
Financial trend analysis	Graphically trends account net changes per selected General Ledger Account number per financial period for the current financial year and previous financial year, providing comparative trending of account balances.	<ul style="list-style-type: none"> Identify Trends Useful for you to find or track trends within financials at a glance across two years' worth of financial data Drill Down The drill-down facility within the reports allows for immediate and intuitive analysis of trends by drilling down to the source transactions for balances.
General Ledger Transaction Detail	This report is run for a chosen financial year and range of financial periods and displays detailed ledger transaction details by account then by date and document number reference. Can also be used to display a monthly trial balance if summarized using the Excel PivotTable.	<ul style="list-style-type: none"> Flexible Gives you a flexible analysis of GL at a transactional level using graphical drag-and-drop functionality of a PivotTable, catering for any combination of views; for example, Top N expenses, best performing revenue lines, and so on. Time-saving Provides you with comprehensive details across all GL transactions, with the ability to filter by account category for viewing specific portions of your general ledger, enabling you to quickly answer those specific questions and save time. <p>It is possible for you to transform this report into a monthly trial balance by simply manipulating the PivotTable® within Microsoft Excel</p>

Report Name	Description	Business Benefits
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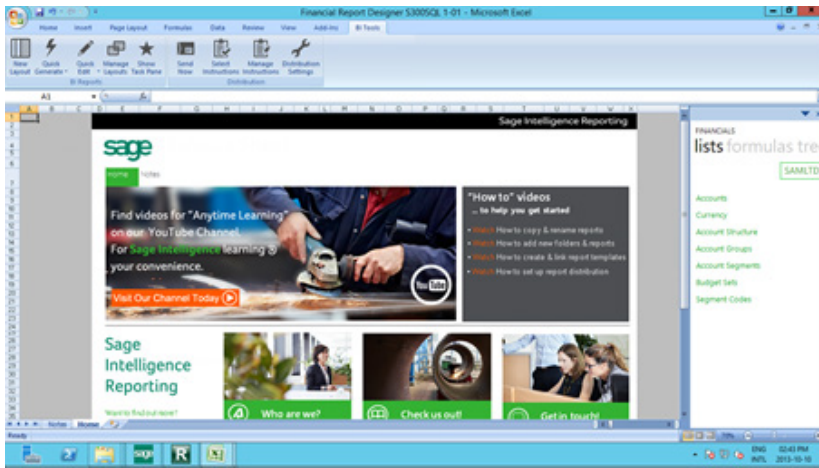
Financial Report Designer

Note: These reports require an active Report Designer site license.

Financial Report Designer

The Report Designer report enables you to create financial layouts based on your Sage 300 ERP data using Companies, Sites, and Budget Sets. The revamped Report Designer includes a Task Pane and enhanced Layout Generator, both utilizing a powerful in-memory engine, empowering you to take control of all design aspects of your reporting layouts.

- **Easy drag and drop, flexible report design**
You can now control how your reports are designed all the way down to each individual cell within Excel, and because you are using Excel, you can design it any way you prefer and use all of Excel's standard functionality for formatting, rules and charts, and more.



- **Enhance Performance**
Performance has been a key focus of the Report Designer and is enabled by an In-Memory engine, which has been designed to help you calculate financial numbers fast to enable a quick and responsive experience when editing, designing, and viewing financial reports.

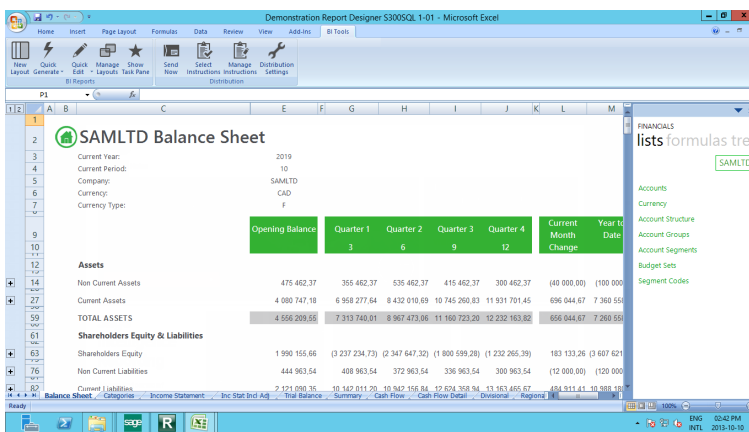
Timesaving

- The Layout Generators' predefined financial layouts and calculations are real time-savers and eliminate the need for an advanced understanding of Excel formulas and functions.

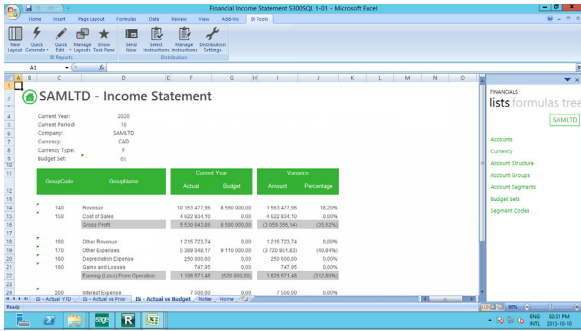
Demonstration Report Designer

The Demonstration Report Designer report contains sample financial layouts such as Income Statement, Balance Sheet, and Cash Flow based on Sage 300 ERP demonstration data. The revamped report designer includes a Task Pane and enhanced Layout Generator to empower users to take control of all design aspects of their reporting layouts.

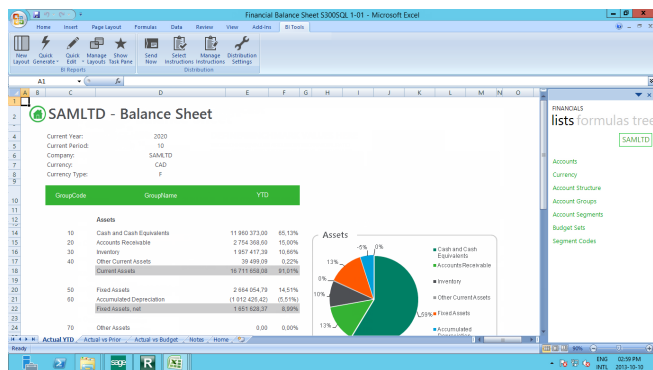
- **Flexibility**
You can now control how your reports are designed all the way down to each individual cell within Excel, and the ability to report of multiple years, budgets, and multicurrency has been greatly simplified.



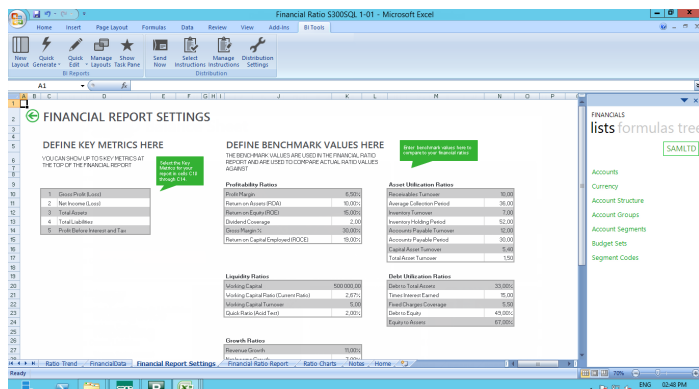
Report Name	Description
Financial Income Statement	The New Financial Income Statement Report contains sample Report Designer Income Statement layouts with charts to assist you in getting started with your Income Statement layout design. You can then edit the report using the Report Designer tools to customise the report to your companies' unique requirements, and save the report for future use



Financial Balance Sheet	The New Financial Balance Sheet Report contains sample Report Designer Balance Sheet layouts with charts to assist you in getting started with your Balance sheet layout design. You can then edit the report using the Report Designer tools to customise the report to your companies' unique requirements, and save the report for future use
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Financial Ratio	The New Financial Ratios Report contains sample layouts to assist you in calculating and visualizing Financial Ratios in order to make more informed business decisions
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Report Name	Description
Financial Forecasting	The new Financial Forecasting report provides you with sample layouts aimed at projecting growth from the prior to current year and allows for you to input adjustments in growth percentages. The Financial Forecasting report is for General Ledger only and is based on the standard Sage FR GL Forecasting template "Forecast.xls."

SAMLTD Income Statement Forecast

Current Period: 10
Company: SAMLTD
Currency: CAD
Currency Type: F

Group Code	Group Name	Actual		Projected		
		2019	2020	2021	2022	2023
140	Revenue	21 513 066.80	10 152 477.96	4 782 116.14	2 261 725.21	1 967 481.81
150	Cost of Sales	8 420 781.18	4 622 324.10	2 181 829.52	1 029 753.80	488 019.89
160	Operating Profit	13 092 285.62	5 530 153.86	2 600 286.62	1 231 971.42	1 479 461.92
170	Other Revenue	2 214 972.52	1 214 723.74	573 762.64	270 867.01	127 612.23
180	Other Expenses	18 771 889.84	5 638 736.12	2 661 822.99	1 256 285.69	502 926.58
190	Earning (Loss) From Operation	(3 473 631.68)	1 106 971.48	532 206.27	246 492.94	116 236.77
200	Interest Expense	15 000.00	7 500.00	5 501.32	75 732.42	88 823.74
210	Earnings (Loss) Before Tax	(3 488 631.68)	1 099 471.48	526 704.95	170 760.52	127 413.03
220	Income Taxes	119 000.00	108 000.00	50 773.89	16 779.64	1 711.89
230	Net Income (Loss)	(3 607 631.68)	991 471.48	475 931.06	153 979.87	125 701.14
240	Revenue Growth		(52.88%)	(52.88%)	(52.88%)	(52.88%)
250	Cost of Sales Percentage		45.55%	45.55%	45.55%	45.55%
260	Other Expense Percentage		55.55%	55.55%	55.55%	55.55%

Report Name	Description	Business Benefits
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Dashboard Reports

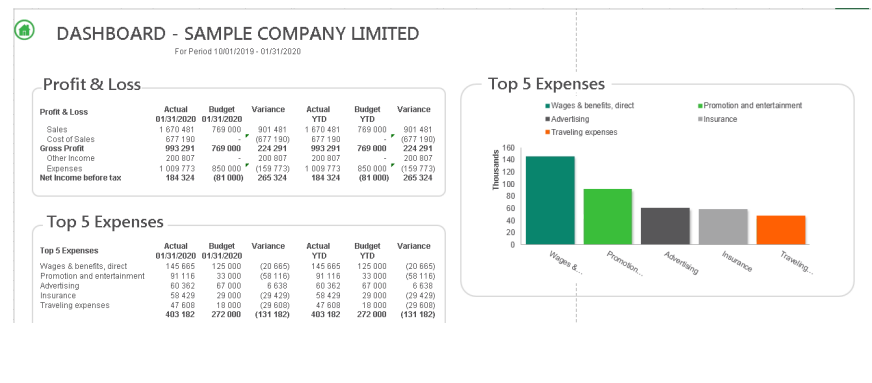
Dashboard Analysis

The Dashboard Analysis report template pulls information from the Order Entry module, giving you a one-page summary of key performance indicators featuring a financial analysis and "Top 5" reporting on customers, items, and expenses.

It contains both text and graphics to help with daily and long-term planning. In addition, comparative Profit and Loss figures are displayed for both the current month and year-to-date figures from the start of the current financial year.

This report allows you to easily drill down to get further insights into the data.

- **Real-time**
Gives you a real-time overview of the overall health of your business at a glance
- **Consolidation of data**
Delivers critical information in one place to help you make better, faster, and smarter decisions-giving you a significant competitive advantage.
- **Ease of Use**
You can generate reports at the click of a button-no copying, cutting and pasting of data from different sources.



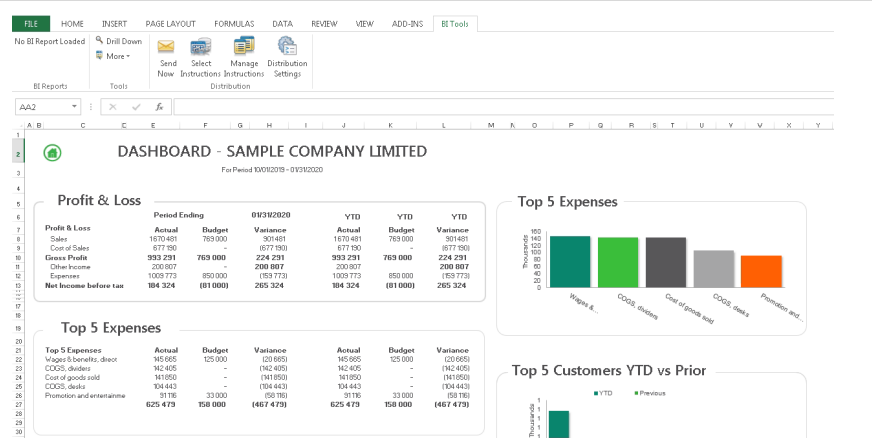
- **Ready for Distribution**
Reports can be scheduled, published to the web, and shared by email to relevant people in the business-putting critical information at their fingertips thereby improving collaboration and productivity.
- **Flexible**
Reports can be customized to suit your unique business requirements, providing access to real-time business information, even across multiple companies, divisions, and databases, to improve your business decisions.

Dashboard Analysis AR

The Dashboard Analysis AR report template pulls information from the Accounts Receivable module, giving you a one-page summary of key performance indicators featuring a financial analysis, Aging by Document Date, and "Top 5" reporting on expenses, sales variance, and customers.

It contains both text and graphics to help with daily and long-term planning. In addition, comparative Profit and Loss figures are displayed for both the current month and year-to-date figures from the start of the current financial year.

This report allows you to easily drill down to get further insights into the data.



Report Name	Description	Business Benefits
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Inventory Report

Inventory Master

This report displays current stock on hand quantities, purchase and sales order quantities, recent cost, actual stock value, recent stock value, and standard stock value by category, item, and warehouse.

The report can easily be filtered by item number and location, or additional fields can be dragged and dropped into the report using standard Excel PivotTable functionality for further analysis.

- **Flexible**
You can easily filter this report to view the data according to the your preference, for example, Warehouse, product line, item.

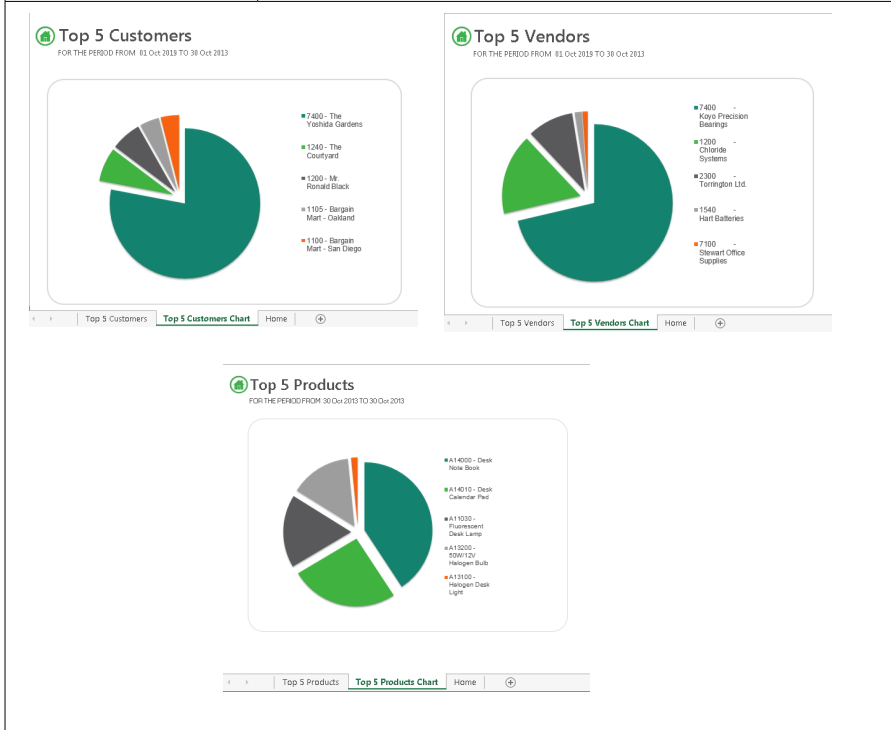
You have the flexibility to group and compare data to enable analysis that is appropriate for your requirements.

This report can be customized for in depth analysis of inventory by warehouse and/or product line to help you better manage your inventory levels and allow business owners/buyers/ stock controllers to:

- Forecast consumption of goods for the near future.
- Determine stock requirements with respect to seasonal fluctuations.
- Measure statistics such as inventory turns.
- Highlight inefficiencies in inventory management.

Item Code	Name	LOCATION	CostUom	Stock Unit	Qty On Hand	PO Qty	SO Qty	Qty Incl Orders	MostRecentCost	Total Average Cost	Total Most Recent Cost
⊖ A11030 - Fluorescent Desk Lamp											
⊖1	⊖Ea	Ea			657.00	426.00	34.00	1 049.00	151.86	10 080.34	20 074.85
⊖2	⊖Ea	Ea			137.00	250.00	15.00	372.00	29.21	3 984.67	4 001.50
⊖3	⊖Ea	Ea			292.00	50.00	9.00	363.00	29.76	8 448.77	7 796.00
⊖4	⊖Ea	Ea			42.00	126.00		168.00	30.65	1 259.67	1 287.47
⊖TRANS	⊖Ea	Ea			206.00		10.00	198.00	32.49	6 091.66	6 692.12
	⊖Ea	Ea			10.00			10.00	28.76	297.57	297.57
⊖ A11050 - 13W Mini Fluorescent Bulb											
⊖1	⊖Ea	Ea			378.00	510.00	23.00	865.00	19.90	1 872.47	1 895.55
⊖2	⊖Ea	Ea			70.00	80.00	15.00	135.00	4.90	343.98	342.78
⊖3	⊖Ea	Ea			143.00	30.00	8.00	165.00	5.21	723.35	744.82
⊖4	⊖Ea	Ea			75.00	150.00		225.00	4.90	367.26	367.26
	⊖Ea	Ea			90.00	250.00		340.00	4.90	437.58	440.69
⊖ A13100 - Halogen Desk Light											
⊖1	⊖Ea	Ea			443.00	800.00	50.00	1 193.00	141.97	15 445.89	15 882.12
⊖2	⊖Ea	Ea			128.00	150.00	50.00	228.00	36.81	4 439.13	4 695.44
⊖3	⊖Ea	Ea			165.00	25.00		190.00	36.81	5 950.07	6 039.99
⊖4	⊖Ea	Ea			75.00	25.00		100.00	34.38	2 578.34	2 578.34
	⊖Ea	Ea			75.00	600.00		676.00	34.38	3 678.36	3 678.36

Report Name	Description	Business Benefits
Metrics and KPIs		
Top 5 Customers Top 5 Products Top 5 Vendors	<p>These reports can be run for a chosen period and display metrics and KPIs in a graphical and tabular format</p> <p>Top 5 Customers-displays the top five customers and allows for access to what products they are purchasing</p> <p>Top 5 Products - displays the top five products and provides details of which customers are purchasing them</p> <p>Top 5 Vendors - displays the top five suppliers and further details of what products are being purchased</p>	<ul style="list-style-type: none"> Real-time Whenever a real-time overview of the top five customers/products sold/ vendors is required, these reports can be run in a graphical view to highlight trends and make comparative analysis easier on the eye. Ease of Use Reports can be generated at the click of a button–no manual intervention to gather the data from various sources. Flexible These reports allow you to analyze the details that make up the graphs via Microsoft Excel PivotTables for further insights into the data.



Report Name	Description	Business Benefits
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Purchases

Purchase Master

This report is run for a chosen date range and displays quantity purchased and total unit cost by vendor and item.

The report can easily be filtered by category, location, period, and item code, or additional fields can be dragged and dropped into the report, using standard Excel PivotTable functionality for further analysis.

- Comprehensive**
 All your purchasing reporting requirements solved within one report.
- Powerful and Simple**
 Gives you a comparative analysis using drag-and-drop functionality in PivotTables. For example, comparing warehouses, divisions, or product lines, side by side for detailed or summarized analysis. Helps you to identify vendors with whom volume discounts or faster delivery times can potentially be negotiated.
- Flexible**
 You have the flexibility to group data that is appropriate for your requirements. The layouts can be dynamically changed on the fly in Microsoft® Excel® to view the same data in different ways, including graphically in trend charts, pie charts, bar graphs, and so on. These different views can then be saved for reuse.

Vendor Code - Name	Item Code - Name	Quantity	Total Unit Cost
1200 - Chloride Systems		226.00	12 814.46
	A11030 - Fluorescent Desk Lamp	108.00	2 149.20
	C1500B - High Back Arm Tilter	84.00	8 389.16
	S1200B - Flat Screen 5'6 H x 5'W	34.00	2 266.10
Grand Total		226.00	12 814.46

- Fully customizable e.g.
- Add additional elements to the PivotTable for further manipulation and analysis
 - Easily create top N views for example, top five vendors or graphical views of your data using standard Excel graphs or Pivot Charts

Sales Reports

Sales Master

Displays pertinent sales information including item sales quantities, costs, and gross profits by customer and item. This report is run for a chosen date range and displays quantity sold, cost of goods sold, discount amount, gross profit amount, and gross profit percentage by customer and item.

Similar to other reports, additional elements can be added to the PivotTable for further manipulation and analysis.

There are two versions of this sales report, one pulling from the Order Entry module and one pulling from the Accounts Receivable module.

- Comprehensive**
 All your sales reporting requirements solved within one report.
- Flexible**
 You have the flexibility to group data that is appropriate for your requirements. The layouts can be dynamically changed on the fly in Microsoft® Excel® to view the same data in different ways, including graphically in trend charts, pie charts, bar graphs, and so on. These different views can then be saved for reuse.
- Powerful and Simple**
 Gives you a comparative analysis using drag-and-drop functionality in PivotTables. For example, comparing your sales regions side by side or analyzing sales performance by sales representative.
- Time-saving**
 Gives selling time back to your sales team by allowing them to access this report on-demand and get up-to-date information immediately instead of relying on finance or IT or spending time manually collating and updating reports in Excel. Allows the sales team to analyze buying behaviors, identify up- and cross-selling opportunities, and spend more time chasing prospects.

Customer	Item Code	Item Name	Qty	Total Cost	Total Ext Amount	Total Discounts	Sales Excl	GP	GP %
1100 - Bargain Mart - San Diego									
	A14010	- Desk Calendar Pad	15.00	99.09	239.85		239.85	140.76	59%
	A15000	- Hanging File Folder	10.00	16.24	64.90		64.90	48.66	75%
1105 - Bargain Mart - Oakland									
	A14010	- Desk Calendar Pad	10.00	66.06	159.90		159.90	93.84	59%
1200 - Mr. Ronald Black									
	A11030	- Fluorescent Desk Lamp	5.00	104.90	289.95		289.95	195.05	65%
	A13100	- Halogen Desk Light	10.00	249.46	503.50		503.50	254.04	50%
	A13200	- 50W/12V Halogen Bulb	5.00	17.89	31.95		31.95	14.06	44%
1600 - Dr. Dan Penn									
	A11030	- Fluorescent Desk Lamp	2.00	41.96	119.98		119.98	76.02	65%
	A13100	- Halogen Desk Light	2.00	49.99	100.70		100.70	50.31	50%
	A13200	- 50W/12V Halogen Bulb	2.00	7.15	12.78		12.78	5.63	44%

Report Name	Description
Sales Master AR	<p>You can run a report for a chosen date range and display sales quantities, costs, gross profits, and amounts by customer, product, and sales rep. Fully customizable. Data is from Accounts Receivable (AR) only and will display only sales invoices/credit notes/debit notes and adjustments created within AR.</p> <p>Sales Master AR is a template you can use when creating your own reports.</p> <p>Note: Before you rely on this report, you should test to verify that it works with your company data.</p>

Sales Master - AR
FOR THE PERIOD FROM 01 Feb 2019 TO 01 Feb 2020

Customer Number	Name	Item Number	Invoice Description	Unit of Measure	Quantity	Cost of Goods Sold	Sale Amount	Gross Profit	GP %	Adjustment Amount	Discount Amount
7200	The Royal Cavendish Co.				271.08	27,566.13	36,944.41	33,723.10	91.3%		1,127.13
		BR-390	Sawel Mounting Brack	EA	115.20	5,486.13	10,016.09	-5,205.10	-49.2%		1,127.13
		CA-59	RG 50 Cable	FT	1.00	55.38	71.00	-52.31	-75.1%		
		CA-78	RG 78 Thick Cable	FT	49.40	117.02	4,951.93	4,685.11	94.9%		
		CO-100	Model 100 Cowles	BOX	1.00	590.00	596.35	-421.87	-47.1%		
				EA	33.40	19,973.20	1,882.42	-50,392.63	-257.0%		
		EMERG	Emergency call out lat	HRS	16.00	232.37	4,227.15	3,703.18	87.6%		
		MAINT	Maintenance labor	HRS	41.90	55.42	1,911.49	947.14	49.5%		
		SU-100	Shop supplies	UNIT	10.30	37.60	13,147.47	13,054.38	99.4%		
7400	The Yoshida Gardens				2.00	6,054.00	6,054.00	100.0%			0.19
		(blank)	Commercial Sales - E				892.00	892.00	100.0%		
			Commercial Sales - H				1,092.00	1,092.00	100.0%		
			Commercial Sales - S		1.00		522.00	522.00	100.0%		0.19
			Commercial Sales - W				199.00	199.00	100.0%		
			Bank Sales				789.00	789.00	100.0%		

About The Sage Group plc

We provide small and medium-sized organisations with a range of easy-to-use, secure and efficient business management software and services-from accounting and payroll, to enterprise resource planning, customer relationship management and payments. Our customers receive continuous advice and support through our global network of local experts to help them solve their business problems, giving them the confidence to achieve their business ambitions. Formed in 1981, Sage was floated on the London Stock Exchange in 1989 and entered the FTSE 100 in 1999. Sage has over 6 million customers and more than 12,700 employees in 24 countries covering the UK & Ireland, mainland Europe, North America, South Africa, Australia, Asia, and Brazil. For further information please visit: www.sage.com